

Message Text

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PAGE 01 LONDON 02469 181728Z

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ACTION EUR-12

INFO OCT-01 NEA-09 ISO-00 EB-07 /029 W
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R 181700Z FEB 75
FM AMEMBASSY LONDON
TO USDOC WASHDC
INFO SECSTATE WASHDC 8390
AMEMBASSY ISLAMABAD
AMCONSUL KARACHI

UNCLAS LONDON 02469

E.O. 11652: N/A
TAGS: BPRO, UK
SUBJECT: REQUEST FOR HOSPITAL EQUIPMENT CONSULTING
SERVICE

1. ECONOMIC INTELLIGENCE UNIT LTD. (EIU) OF LONDON,
WELL-KNOWN MARKET RESEARCH FIRM AFFILIATED WITH WEEKLY
"ECONOMIST", HAS REQUESTED EMBASSY TO ASSIST IN LOCATING
PRIVATE U.S. PLANNING AND PURCHASING AGENCIES IN FIELD
OF HOSPITAL EQUIPMENT. EIU HAS BEEN INVOLVED IN PRE-
PARING SCHEDULE OF FURNITURE AND MOVEABLE EQUIPMENT
DESTINED FOR 673-BED TEACHING HOSPITAL AT KARACHI. MAIN
CONTRACT FOR FIRST PHASE OF HOSPITAL CONSTRUCTION RE-
PORTEDLY IS TO BE AWARDED SOON.

2. EIU WISHES TO AVAIL ITSELF OF CONSULTANCY SERVICES
TO REVISE ITS EQUIPMENT LISTINGS AND PROVIDE MORE
ACCURATE COSTING GUIDE. CONSULTANT ENGAGED ALSO POSSI-
BLY WOULD BE RESPONSIBLE FOR EVENTUAL PURCHASING
FUNCTION. EIU EXPRESSES PREFERENCE FOR CONSULTING FIRM
WITH INFORMATION ON WORLD-WIDE SOURCES OF EQUIPMENT.

3. SUGGEST COMMERCE ALERT QUALIFIED FIRMS URGENTLY.
INTERESTED COMPANIES SHOULD CONTACT MR. IAN ROBERTSON,
THE ECONOMIC INTELLIGENCE UNIT LTD., SPENCER HOUSE,
27 ST. JAMES'S PLACE, LONDON, S.W.1.; TELEPHONE: 01-
493 6711; TELEX 266353; CABLE ECONUNIT LONDON SW1.

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